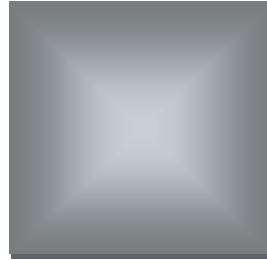


2020 IOWA INDUSTRY PROFILE

REAL ESTATE, RENTAL & LEASING

IOWA WORKFORCE DEVELOPMENT



Executive Summary

In 2019, the **Real Estate, Rental, and Leasing** sector employed 14,996 workers in Iowa, representing 1.0 percent of covered public and private employment in the state. The sector is the state's third-smallest by employment. The sector was hard hit by the real estate bubble and ensuing recession, as employment shrank by 13.4 percent from 2005–10. Employment has since grown by 16.5 percent since its 2010 nadir, and has finally surpassed its 2005 pre-recession high of 14,845.

Since 2010, wages have grown significantly, increasing by 38.0 percent to their current level at \$48,091 annually. Wages in this sector were slightly below the statewide average for all employment in 2019, which was \$48,672.

Compared to neighboring states, wages in the Real Estate, Rental, and Leasing sector in Iowa are competitive: the state ranked sixth among the 12 Midwestern states in 2019 private sector average annual wages. However, Iowans in the sector made 21.5 percent less than the national average.

Men held slightly more positions in this sector in 2019 at 54.9 percent.





REAL ESTATE, RENTAL & LEASING IOWA INDUSTRY PROFILE

What is Real Estate, Rental & Leasing?

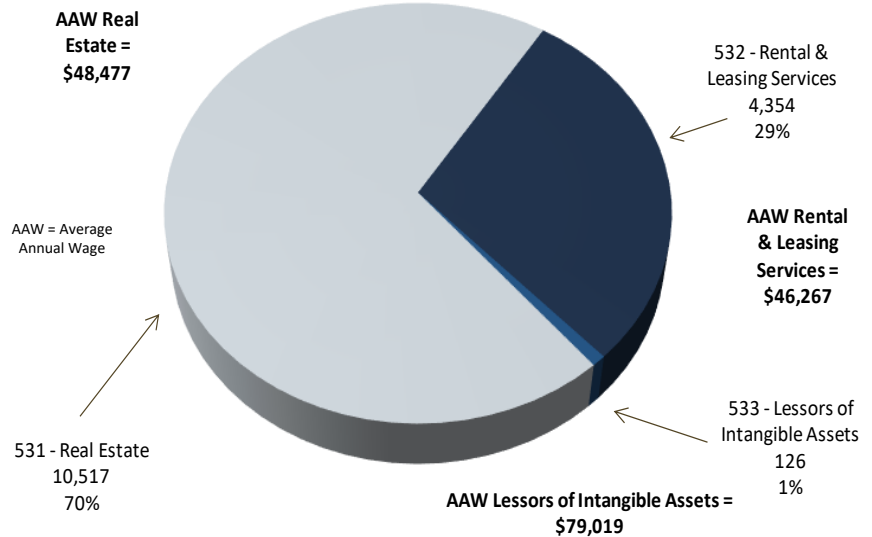
The **Real Estate, Rental & Leasing** sector comprises establishments primarily engaged in renting, leasing or otherwise allowing the use of tangible or intangible (such as trademarks or franchise agreements) assets, as well as establishments providing related services. This includes establishments that rent, lease or otherwise allow the use of their own assets by others.

This sector also includes establishments primarily engaged in renting, managing, buying or selling real estate for others, in addition to establishments primarily engaged in appraising real estate.

Source: www.bls.gov/cew/bls_naics/bls_naics_app.htm

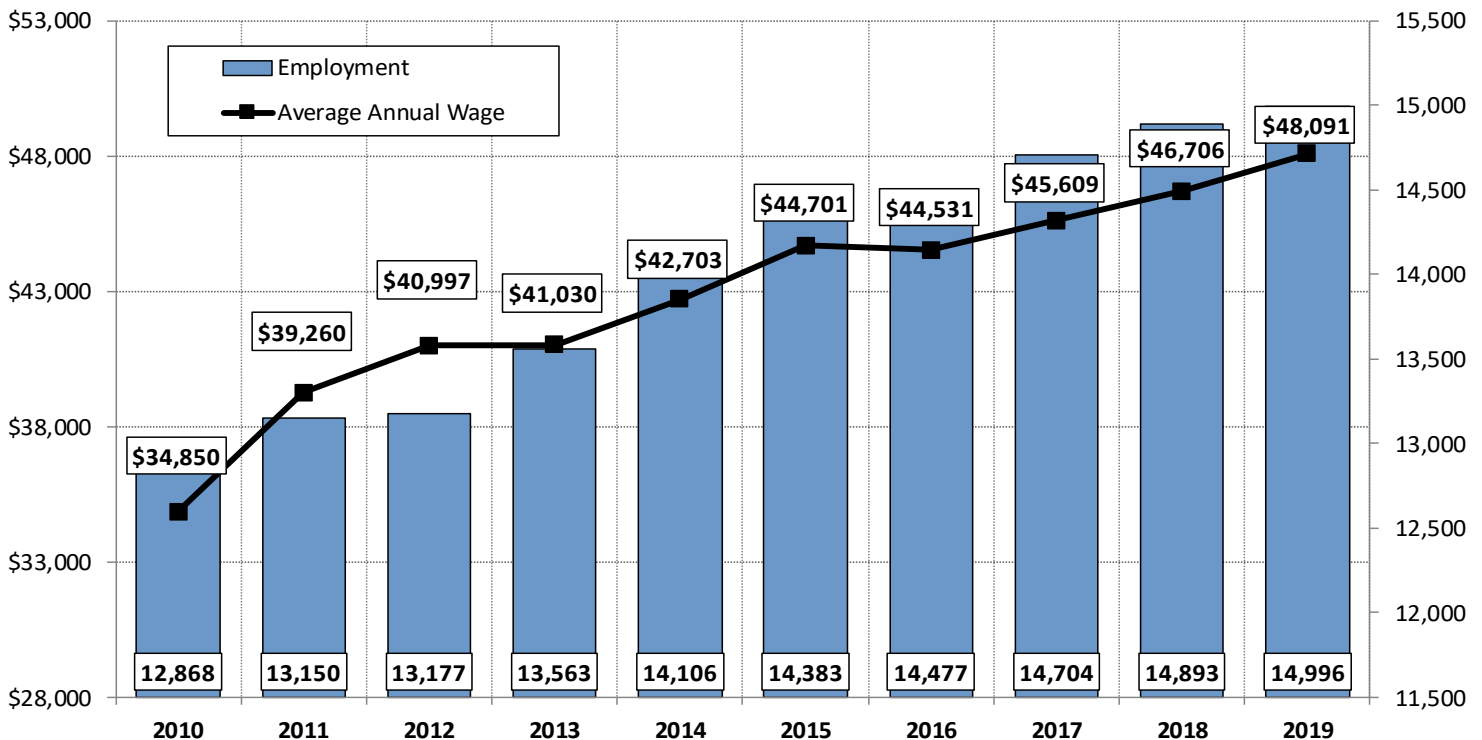
2019 Industry Breakout by Employment in Iowa

*Real Estate, Rental & Leasing NAICS Industry Coding
Percentage Employed and Average Annual Wage by Subsector*



Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

2010–2019 Employment in Real Estate, Rental & Leasing in Iowa



Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

REAL ESTATE, RENTAL & LEASING IOWA INDUSTRY PROFILE



Top Occupations in Real Estate, Rental & Leasing	Employment
Maintenance and Repair Workers, General	2,010
Counter and Rental Clerks	1,771
Office Clerks, General	1,093
Property, Real Estate, and Community Association Managers	931
Real Estate Sales Agents	806
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	507
Janitors and Cleaners, Except Maids and Housekeeping Cleaners	402
General and Operations Managers	384
Bookkeeping, Accounting, and Auditing Clerks	371
Appraisers and Assessors of Real Estate	324
Laborers and Freight, Stock, and Material Movers, Hand	252
Light Truck or Delivery Services Drivers	247
Sales and Related Workers, All Other	211
First-Line Supervisors of Retail Sales Workers	206
Customer Service Representatives	204
Bus and Truck Mechanics and Diesel Engine Specialists	190
Cleaners of Vehicles and Equipment	177
First-Line Supervisors of Mechanics, Installers, and Repairers	176
Accountants and Auditors	170
Financial Managers	168

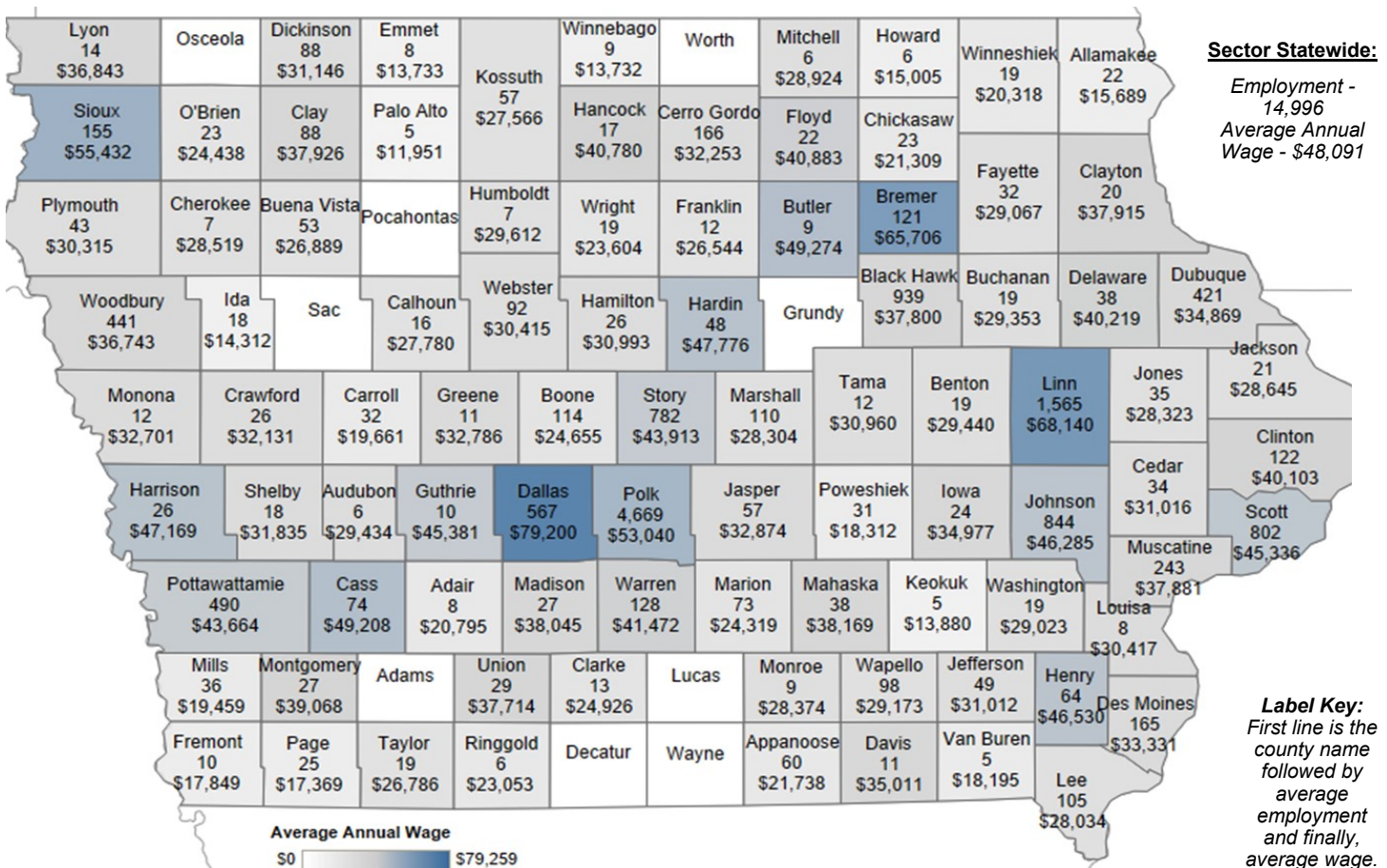
Source: Iowa Workforce Development, Labor Market Information Industry and Occupational Projections (2018-2028 Long-Term Projections)

Establishment Facts:

In 2018, there were 3,643 **Real Estate, Rental, and Leasing** locations across Iowa. The **Real estate** subsector represented a significant majority of establishments with 3,090 locations, or 84.8 percent. **Lessors of intangible assets** was the smallest subsector with just 19 establishments; however, it had the largest average annual wage at \$79,019.

Rental and leasing services had the lowest average wage at \$46,267 annually. The average wage for Real estate was slightly greater at \$48,477.

2019 Covered Employment in Real Estate, Rental & Leasing by County



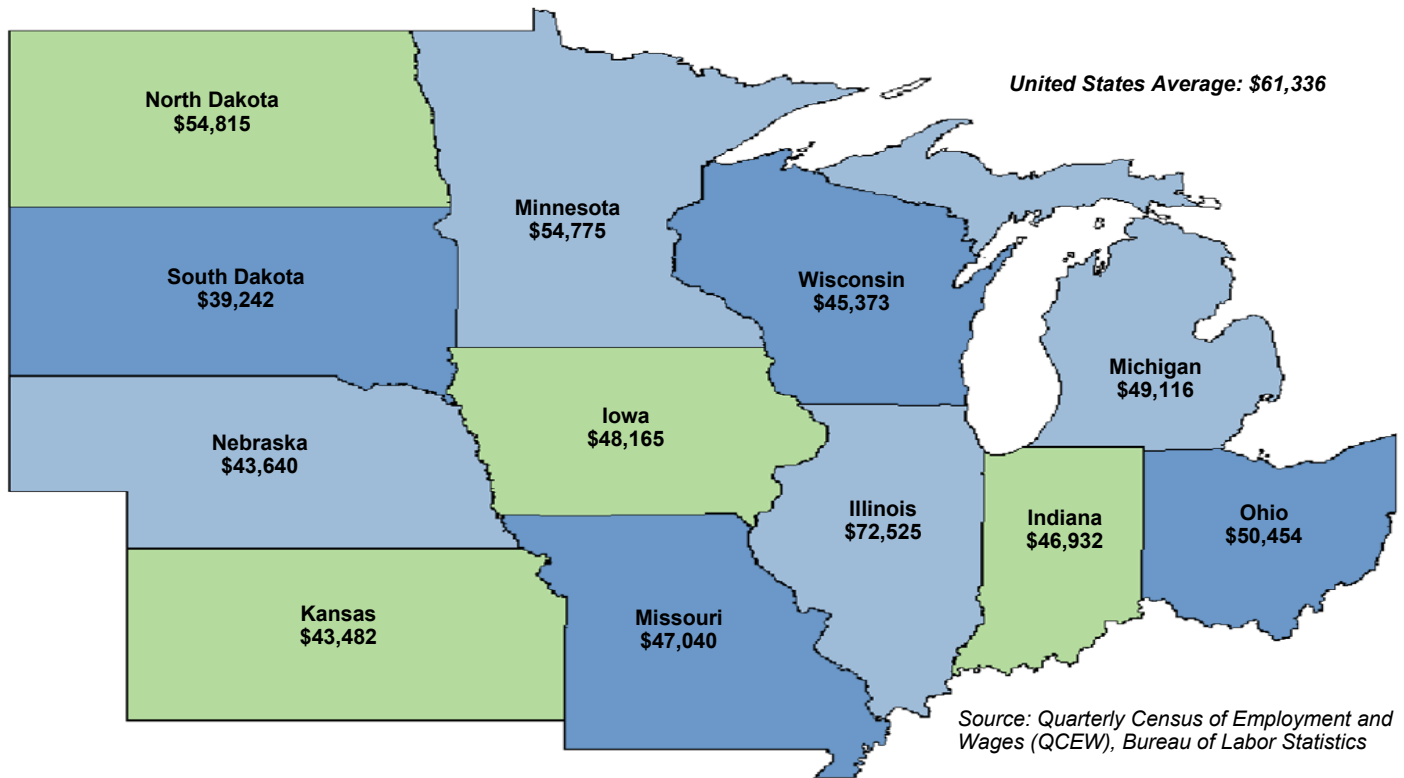
Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development



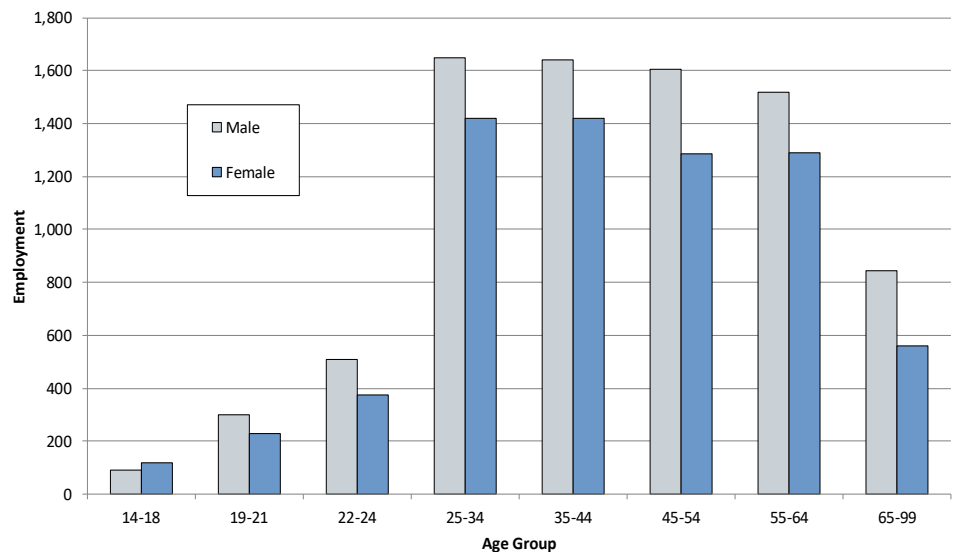
REAL ESTATE, RENTAL & LEASING IOWA INDUSTRY PROFILE

2019 Average Annual Wage for Covered Employment in Real Estate, Rental & Leasing

State Comparisons by Private Ownership



Industry Distribution by Age and Gender, 2nd Quarter 2019



Source: Local Employment Dynamics, Iowa Workforce Development and U.S. Census Bureau
<https://lehd.ces.census.gov/>

Contact Information

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